

Fig. 1

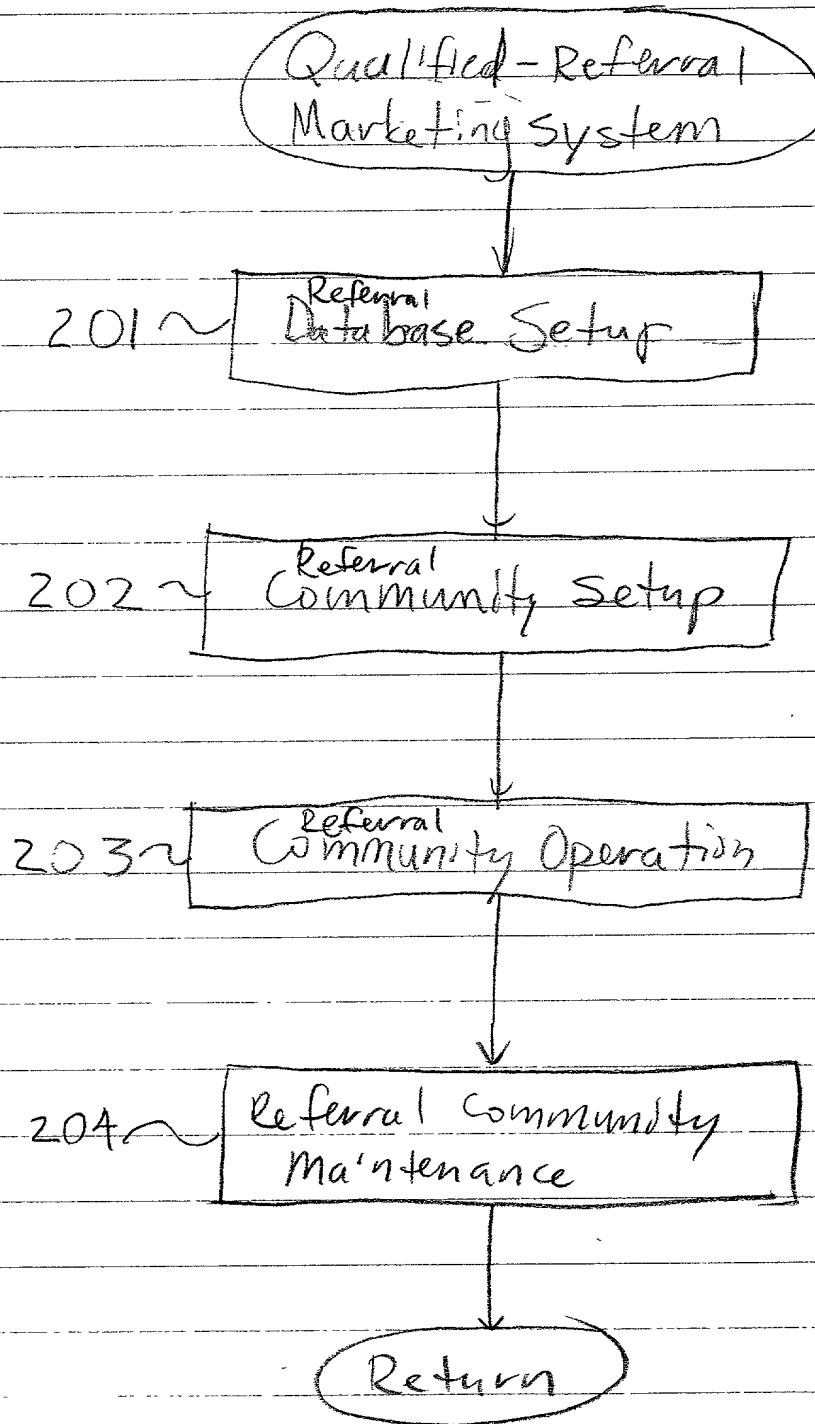


Fig 2

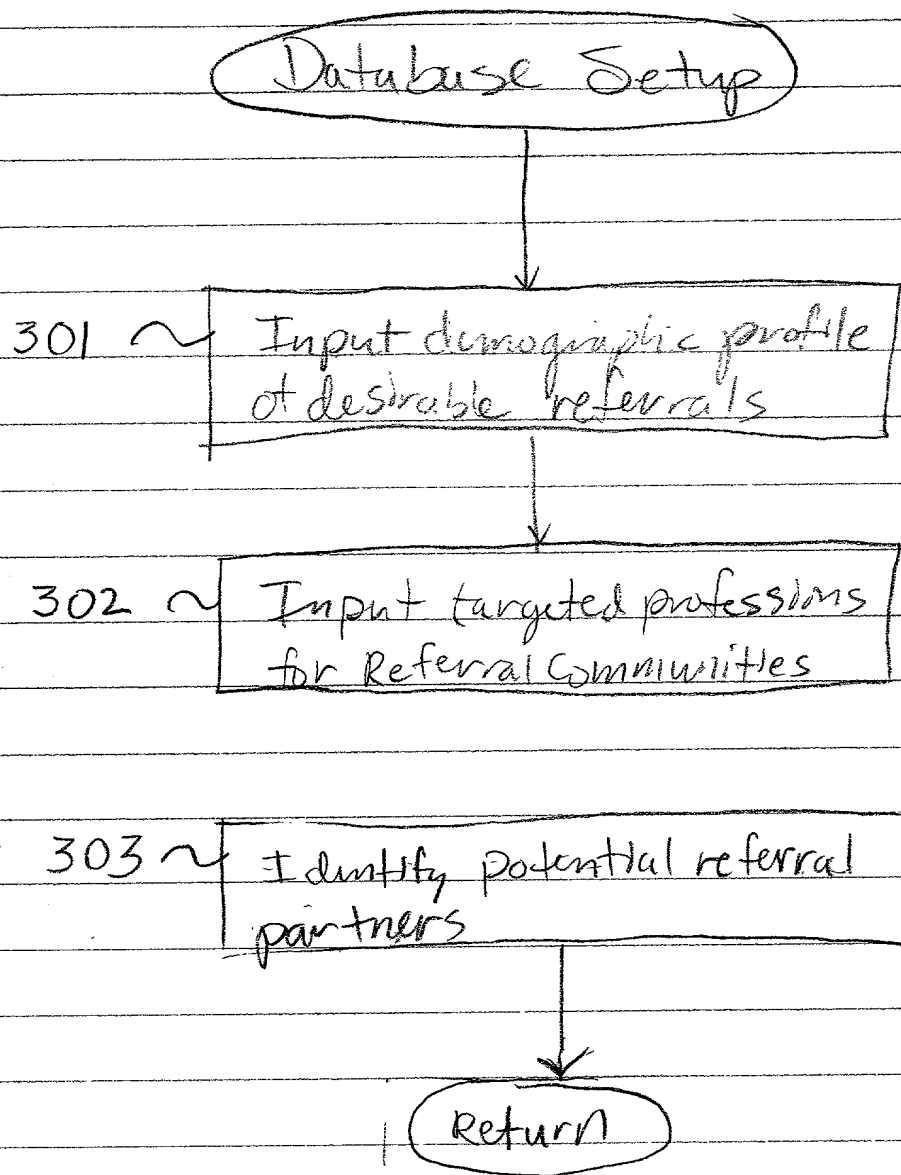


Fig. 3

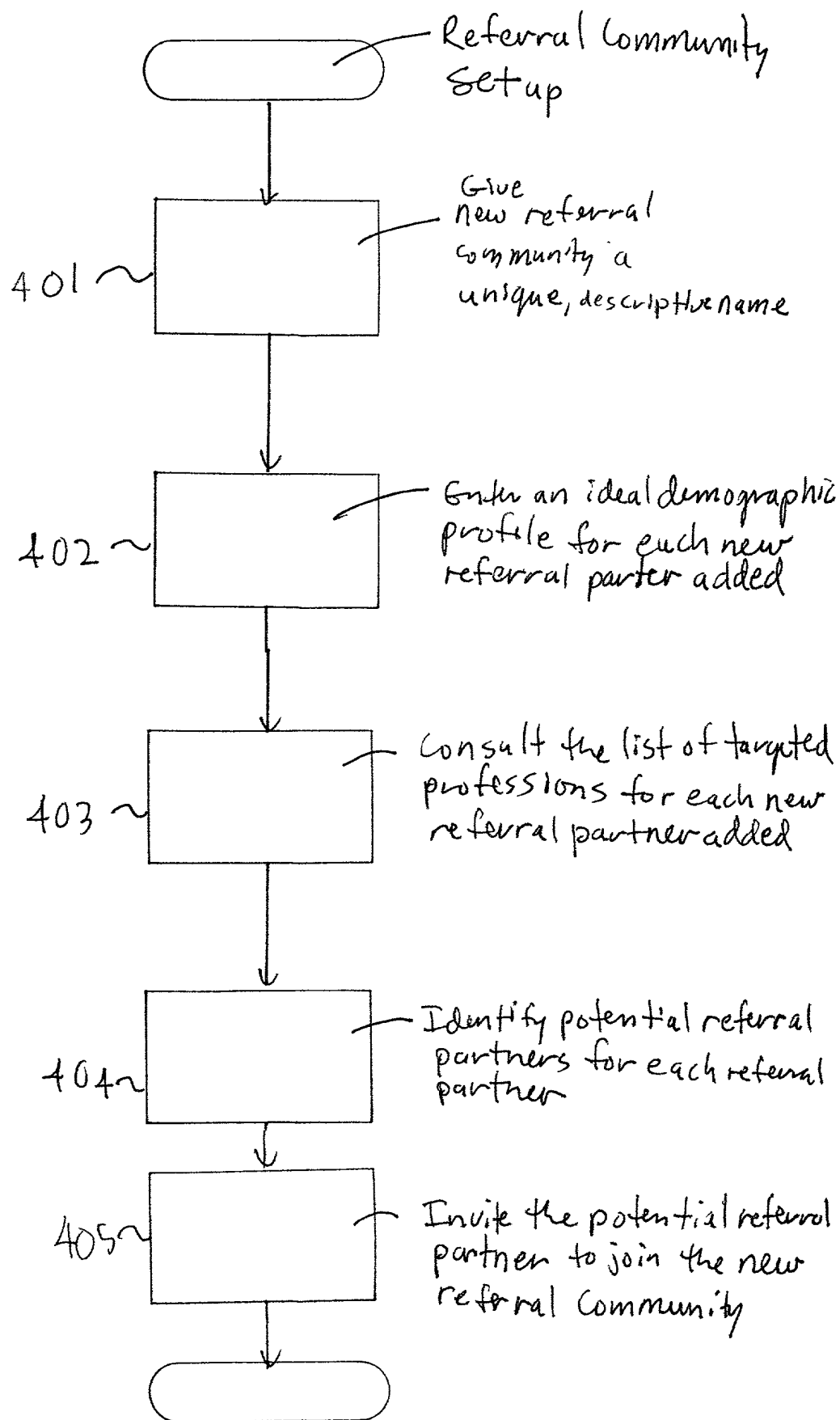


Fig - 4

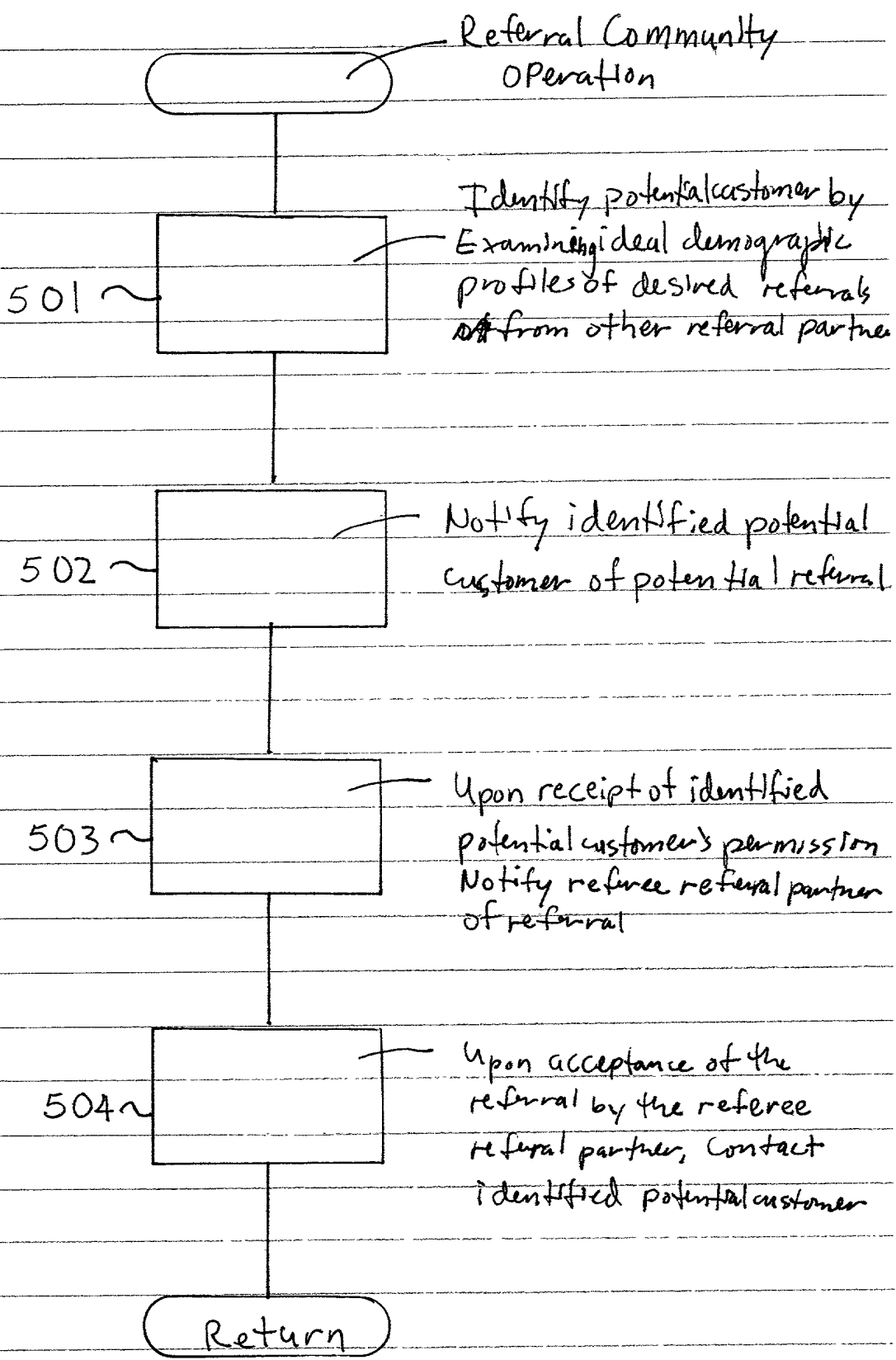


Fig. 5

09784930.024501
T05120.0634260

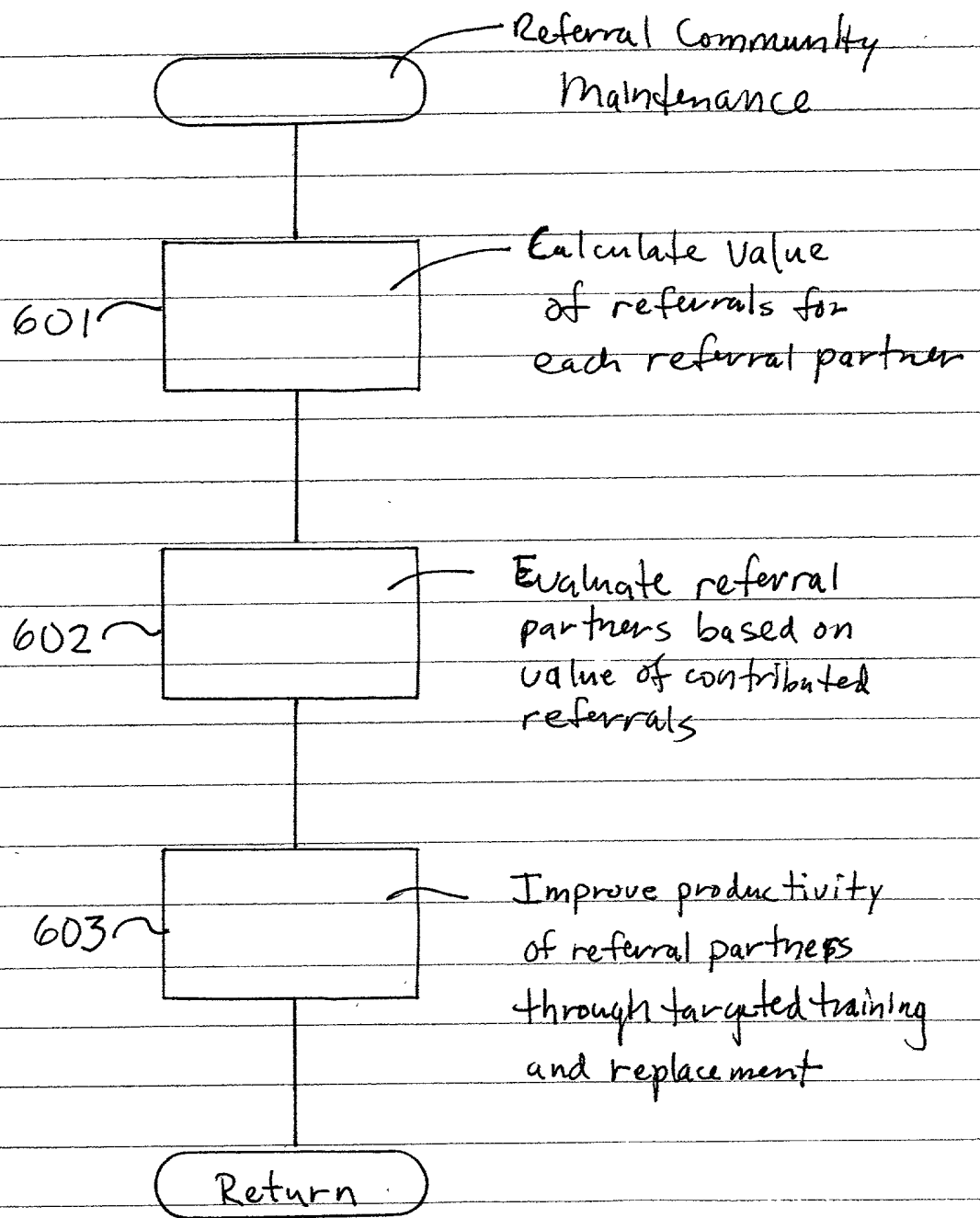


Fig. 6

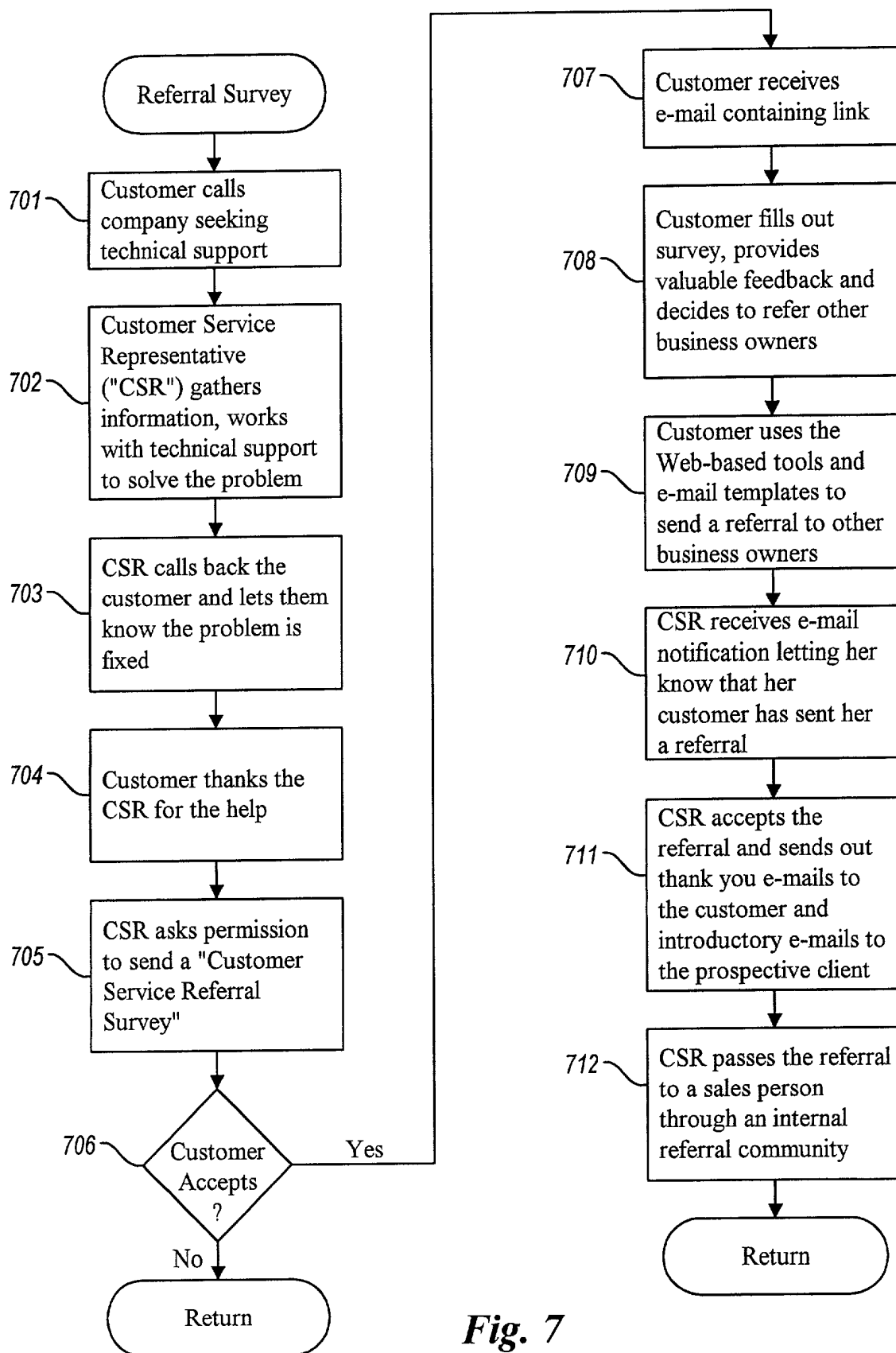


Fig. 7

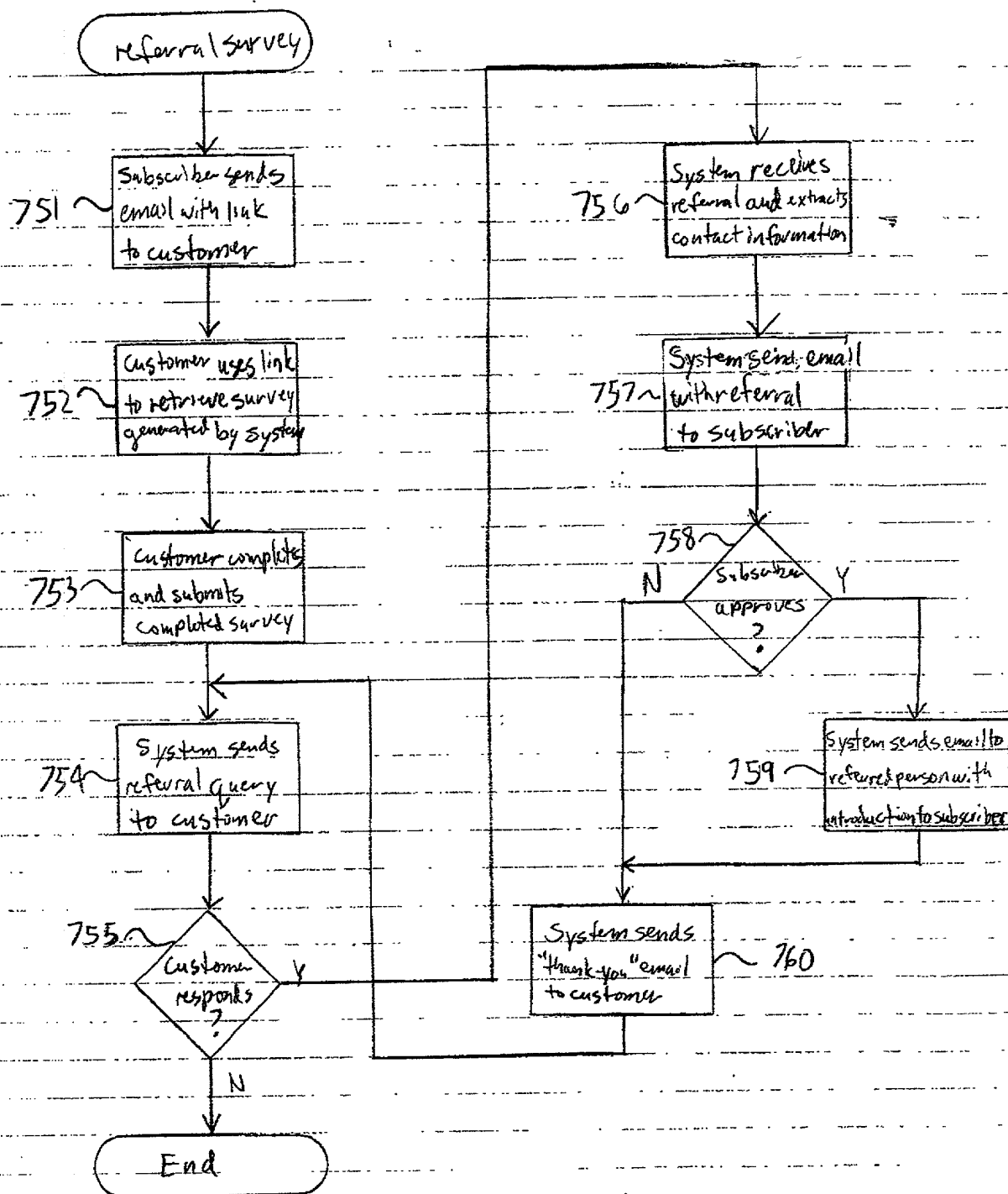


Figure 7a

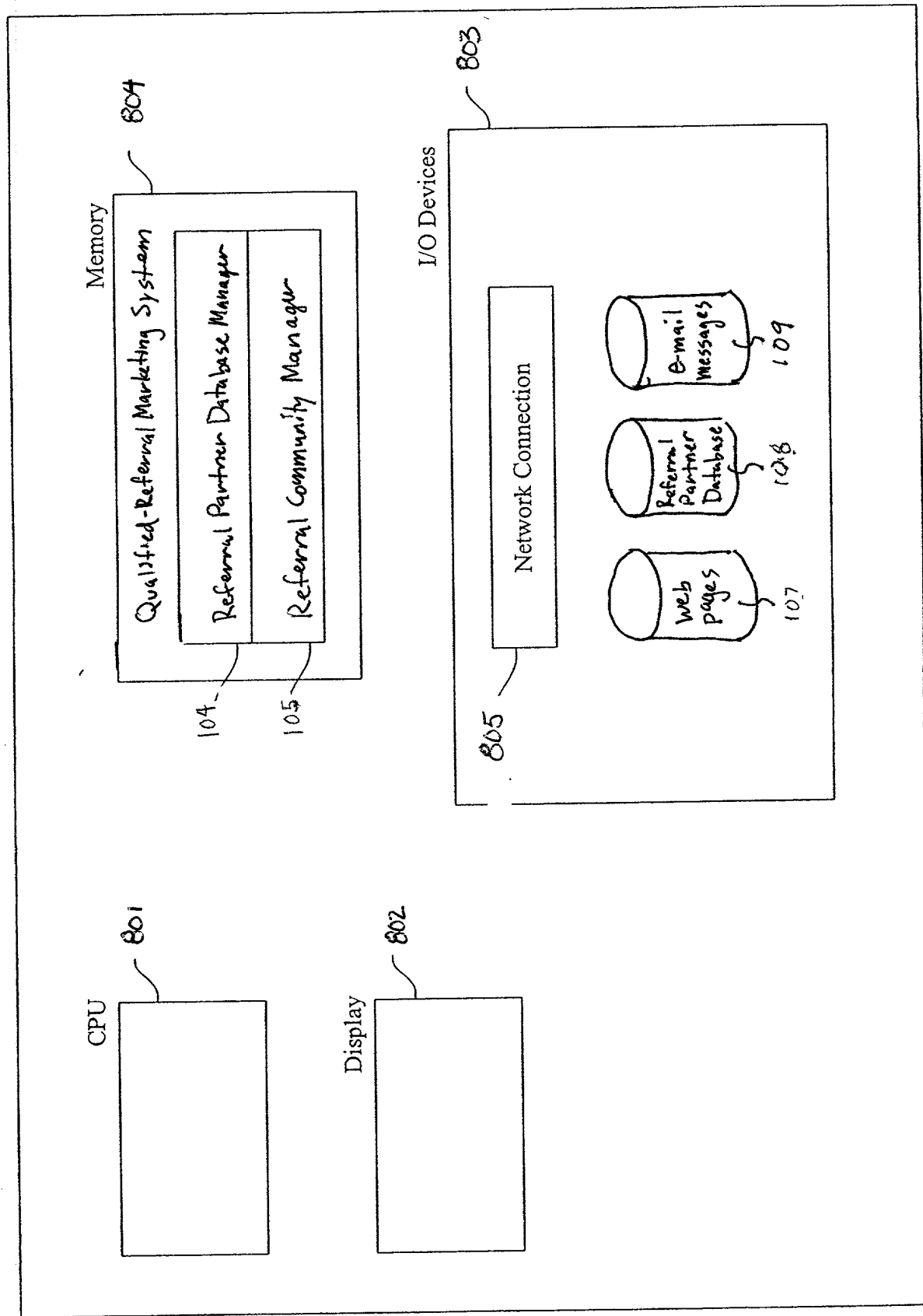


Fig. 8

FOR 2004031860

METS

Referral Community Public Home Page

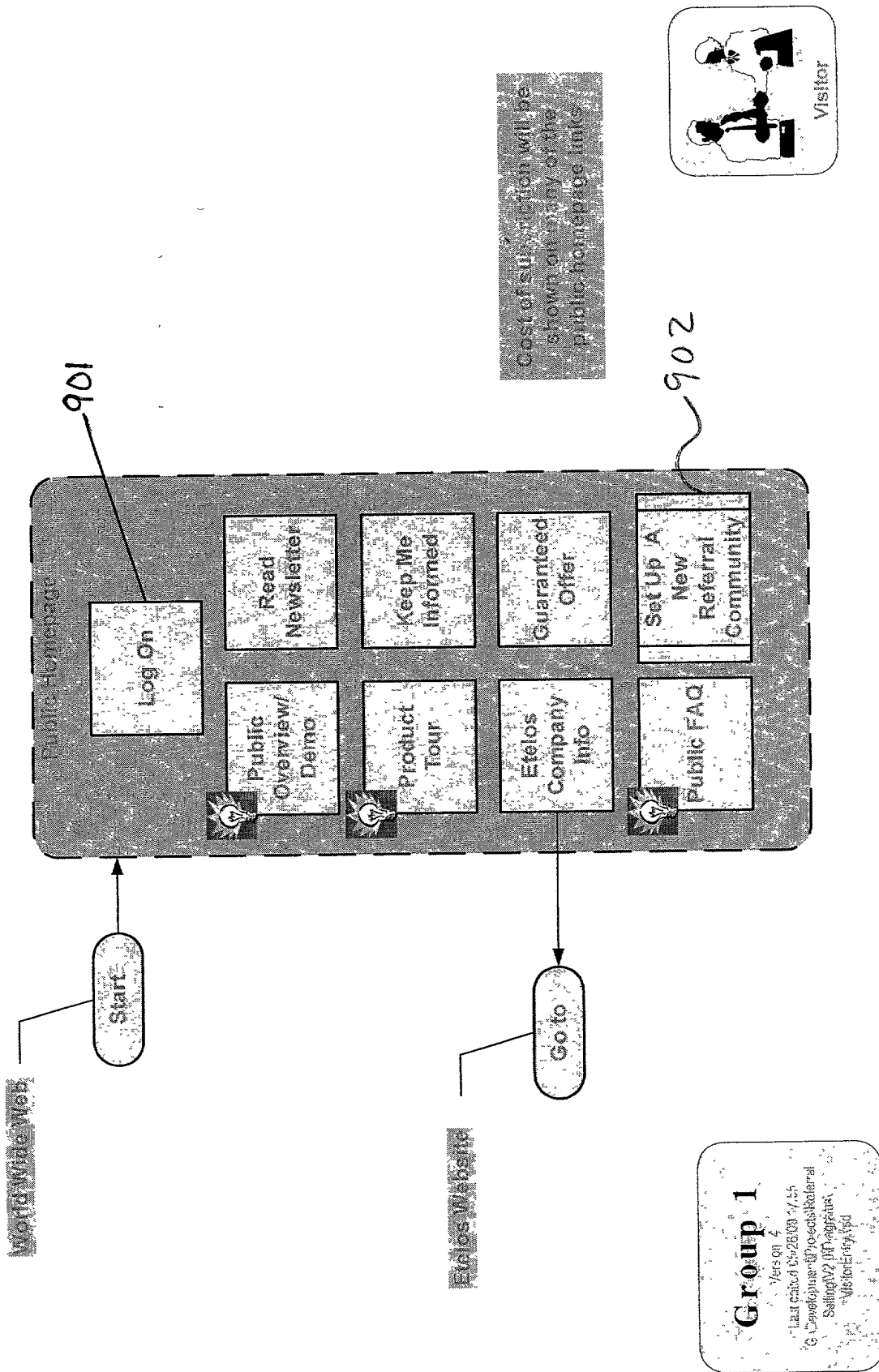
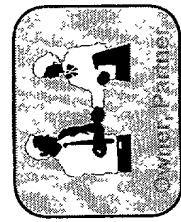
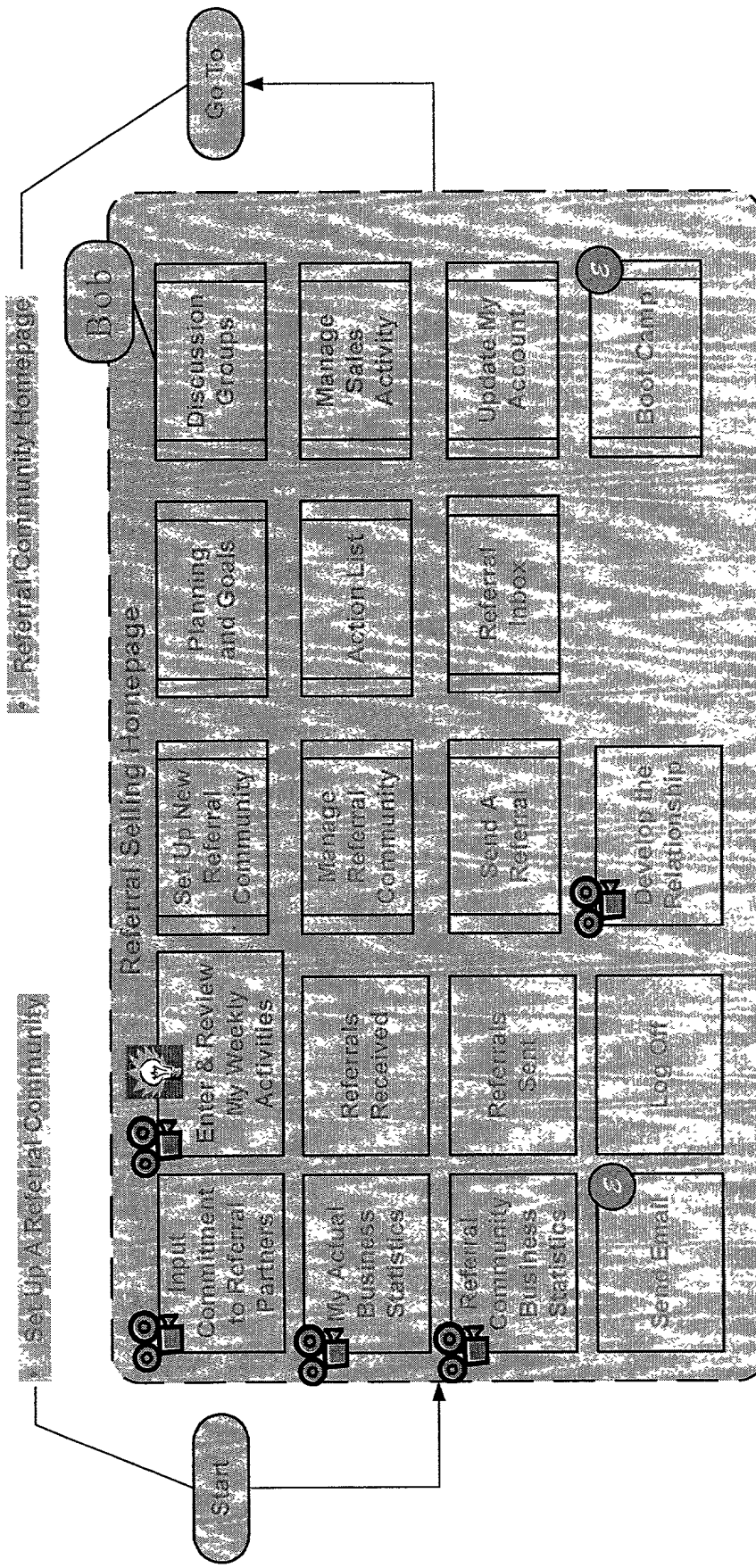


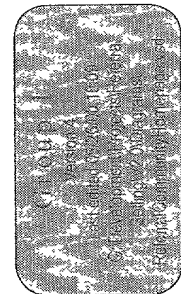
Fig. 9

Referral Community Homepage



Subject to change with development of navigation design.

FIG. 10



Manage Sales Activity

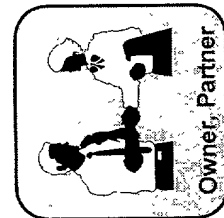
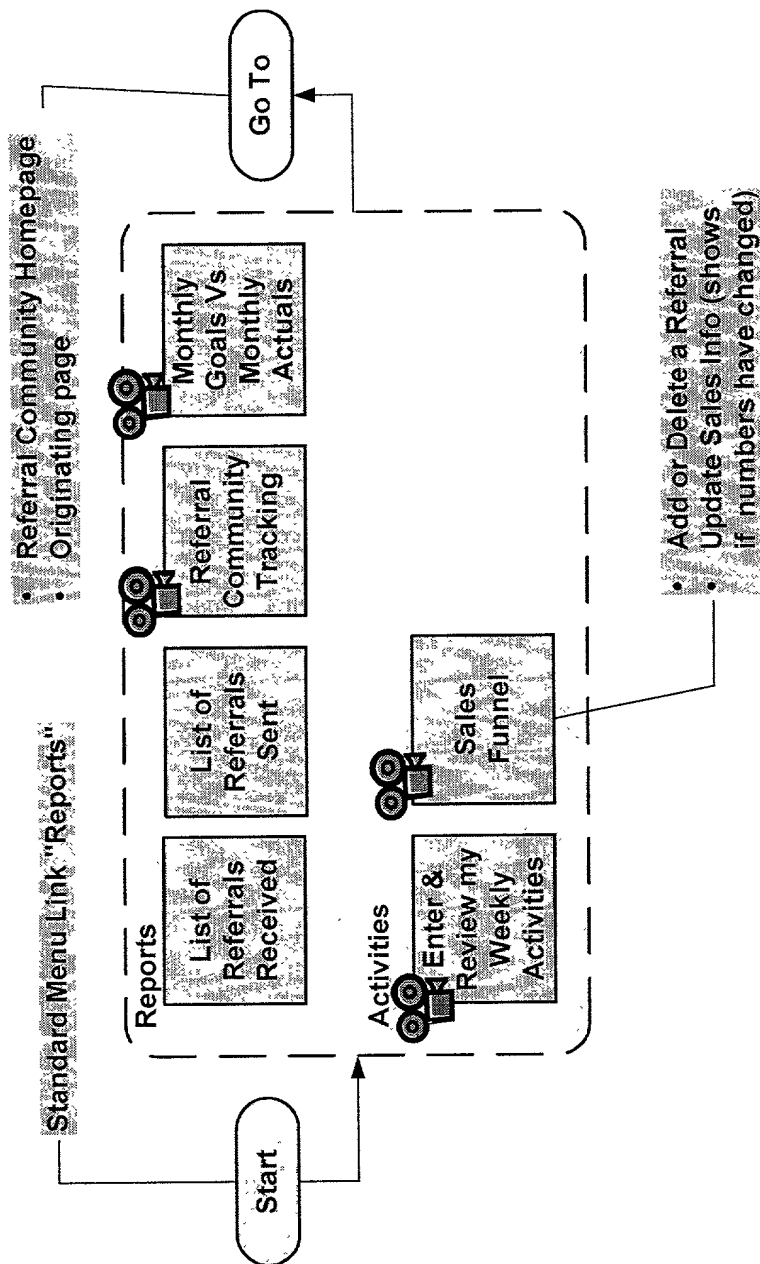
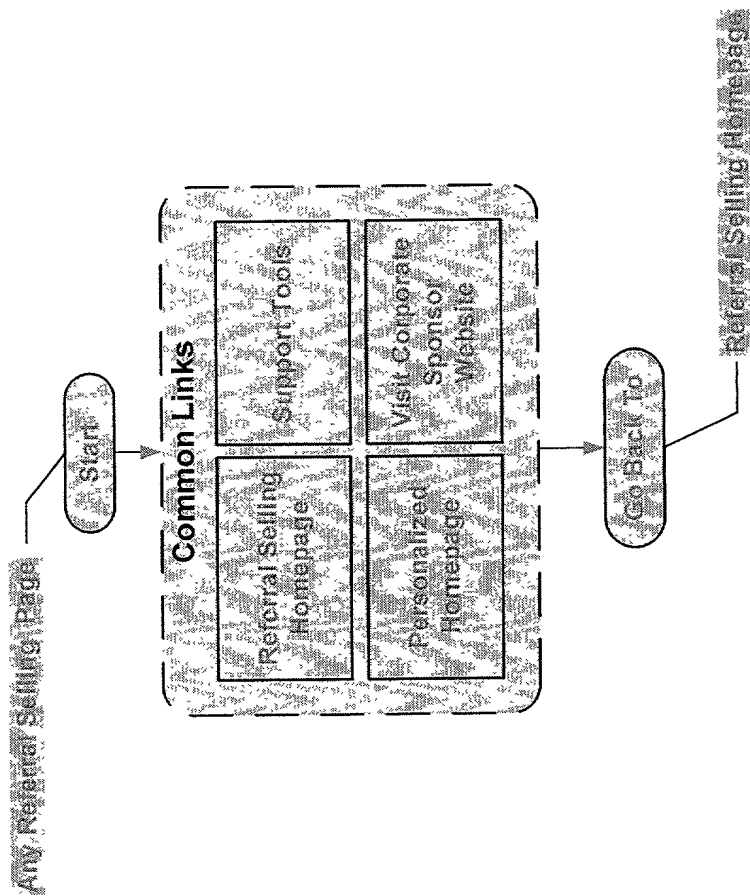


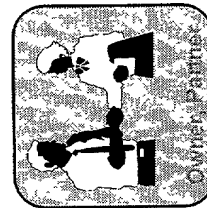
Fig. 12

Common Links



Subject to change with development of navigation design

Fig. 13



Corporate Sponsored Homepage

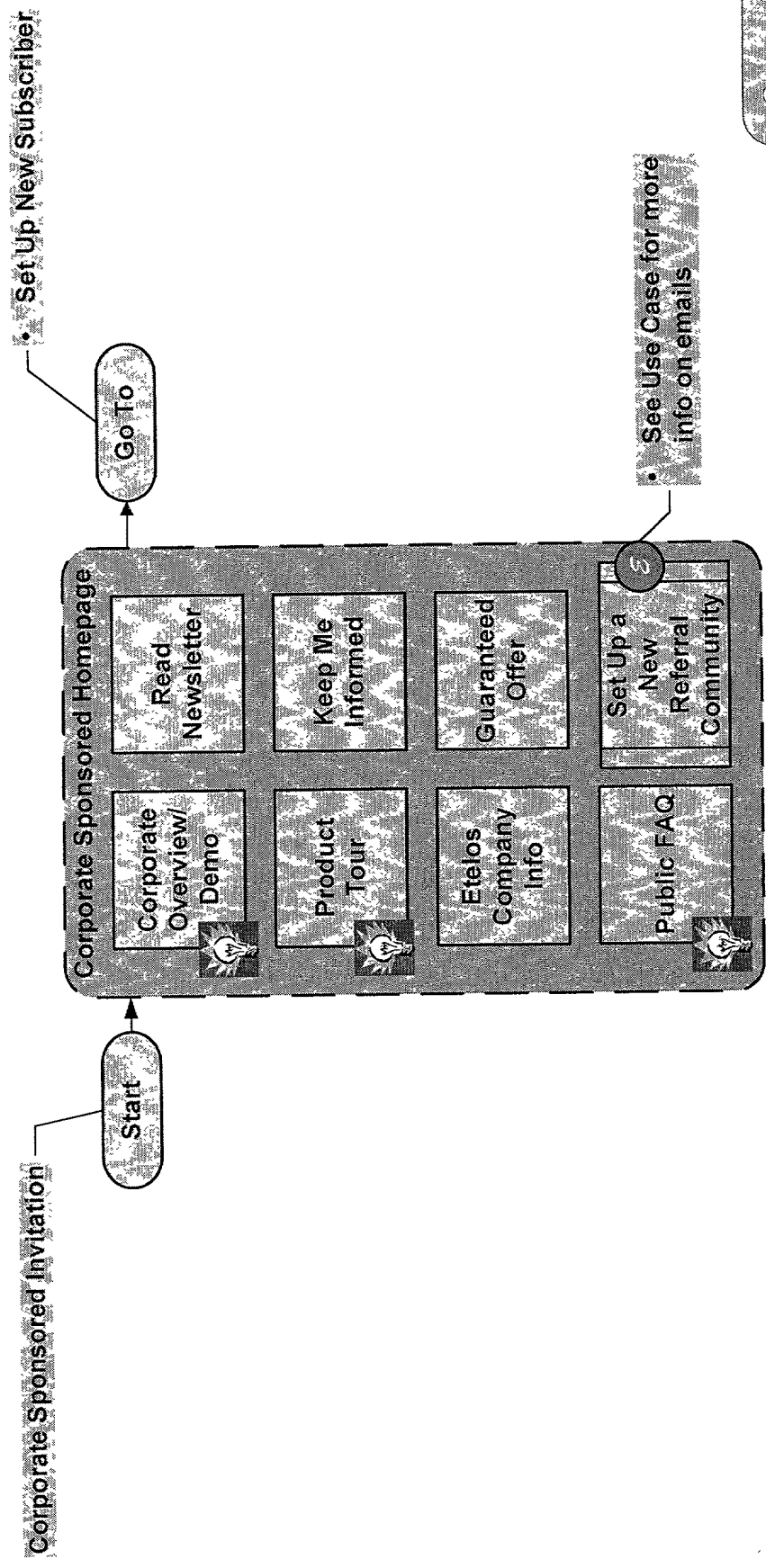
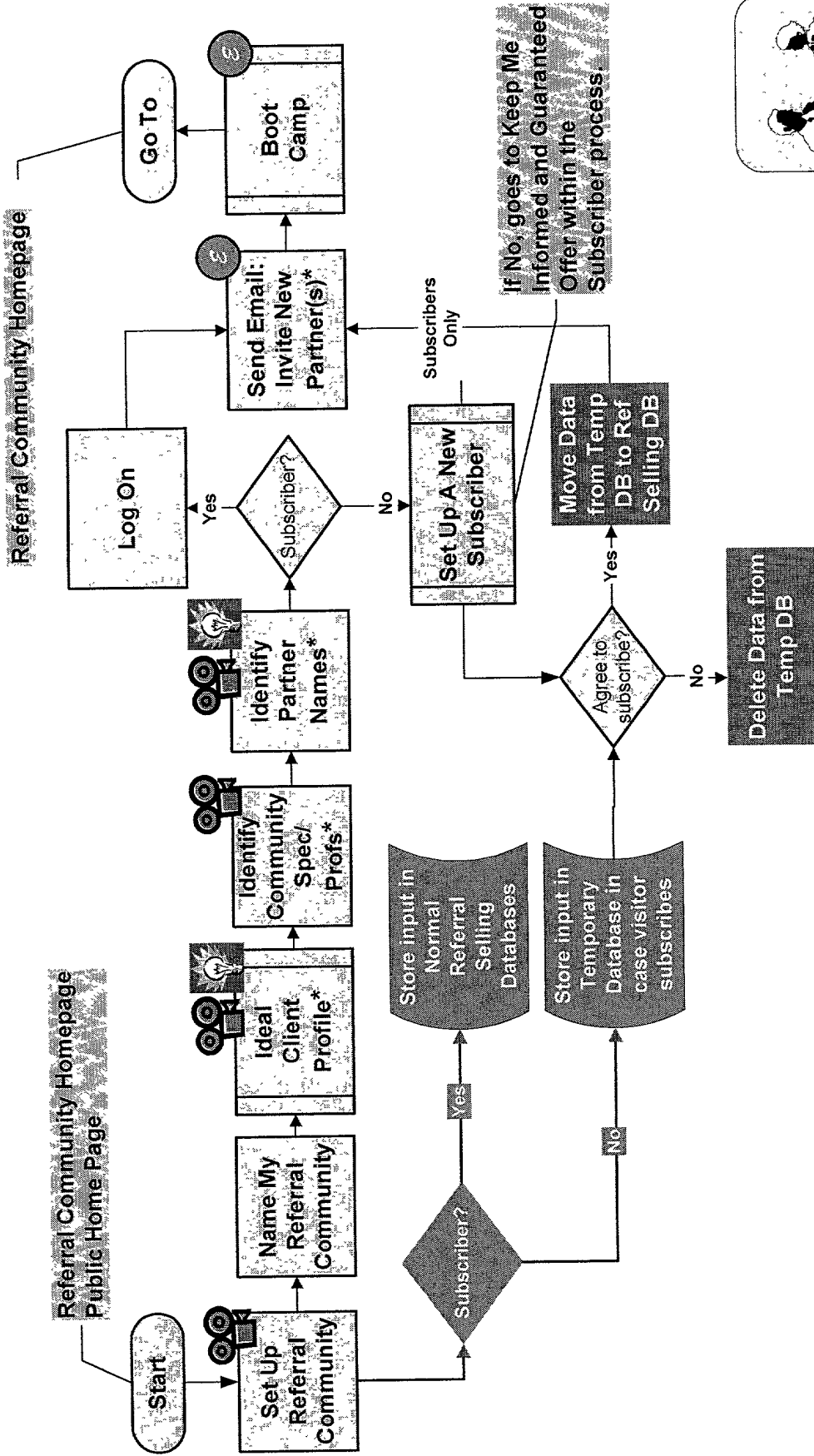


Fig. 14

Ahmad

Set Up A New Referral Community



Group 1
Version 4
Last edited: 06/26/00 11:32
C:\Development\Projects\Referral Selling\V2.0\Diagram\Set Up Referral Community.vsd

*Page has "Rename Referral Community" option if user is an owner, corporate invitee, or visitor.

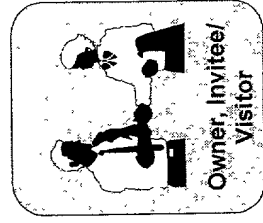
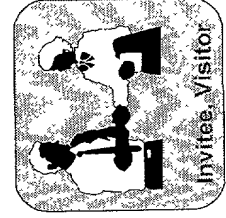
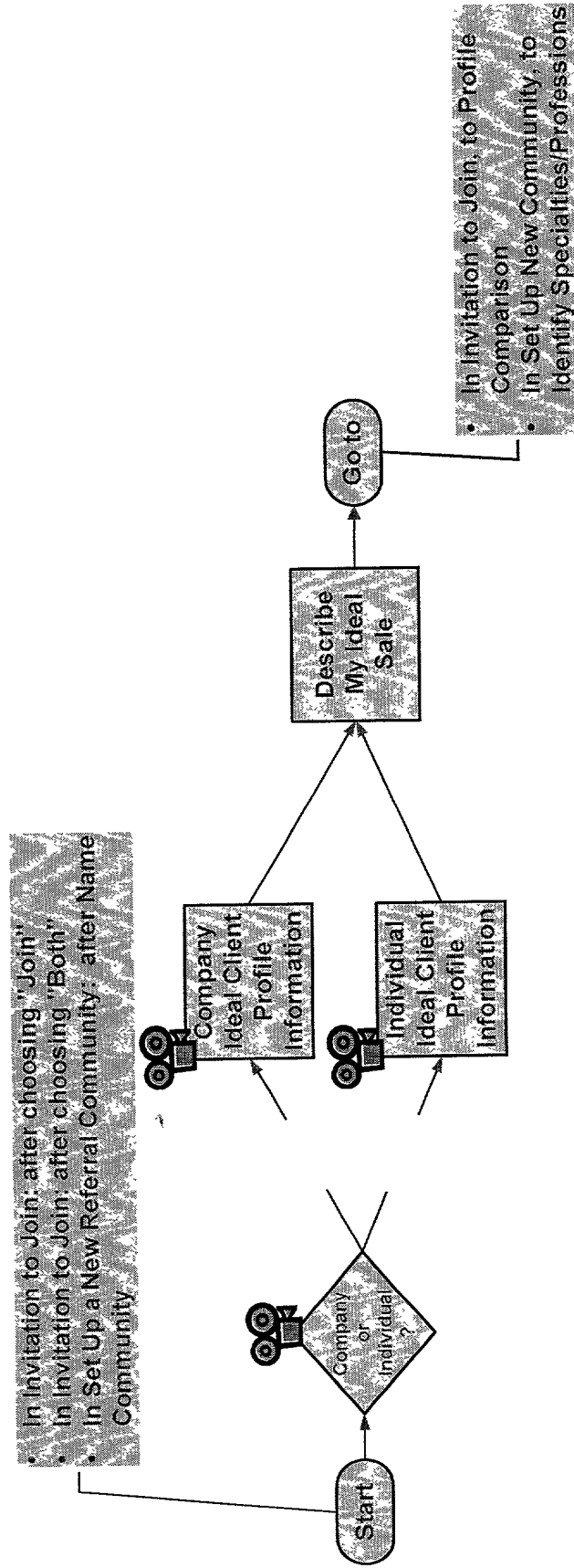


Fig. 15

Ahmad

Ideal Client Profile

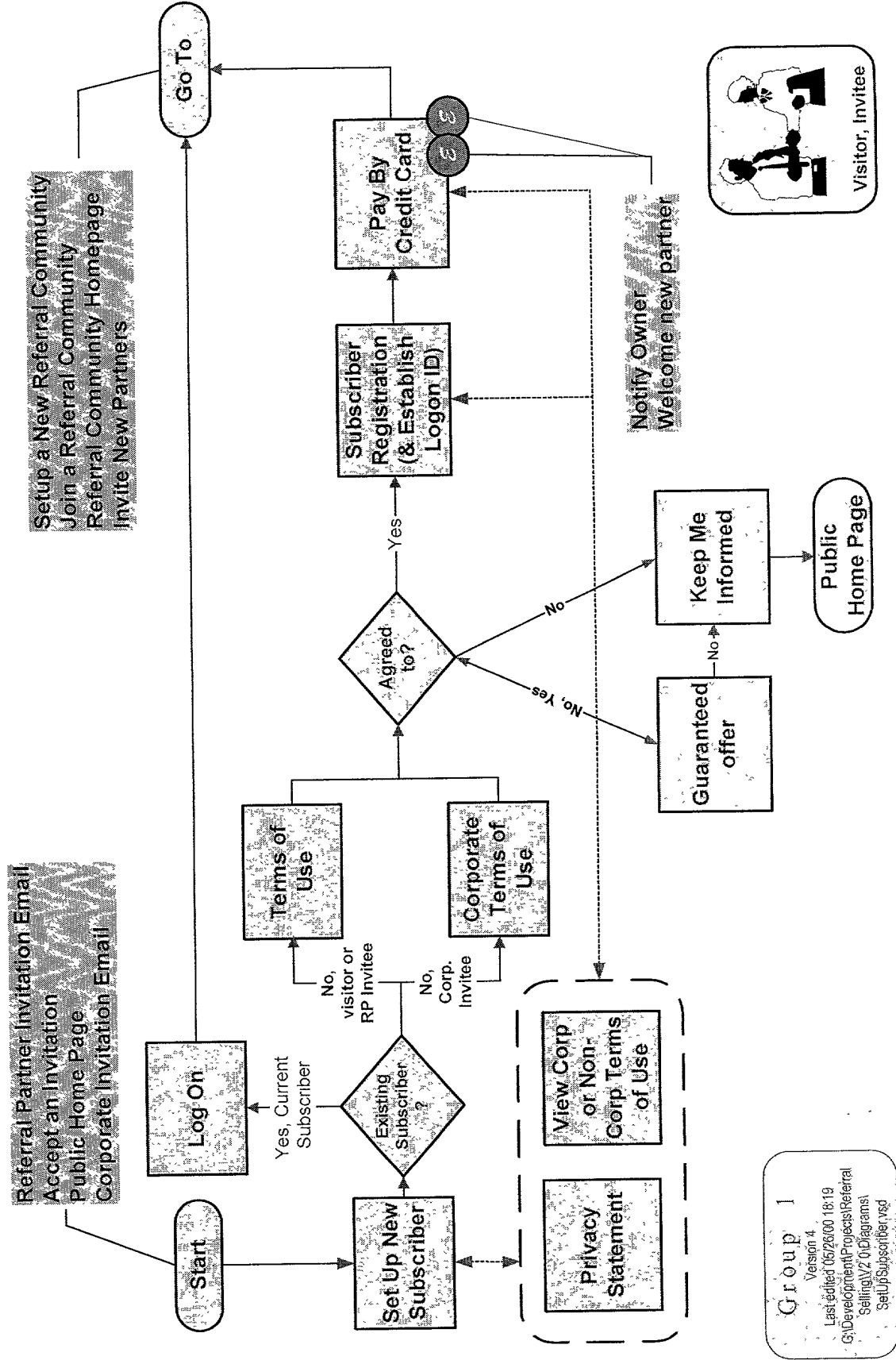


Group 2
Version 1.1
Last edited: 05/05/00, 17:25
G:\Development\Projects\Referral
Selling V2.0\algans
IdealClientProfile.txt

Fig. 16

Sara

Set Up A New Subscriber



Group 1
Version 4
Last edited 05/26/00 18:19
G:\Development\Projects\Referral
Selling\2.0\Diagram\SetUpSubscriber.vsd

Fig. 17

Invitation to Join a Referral Community

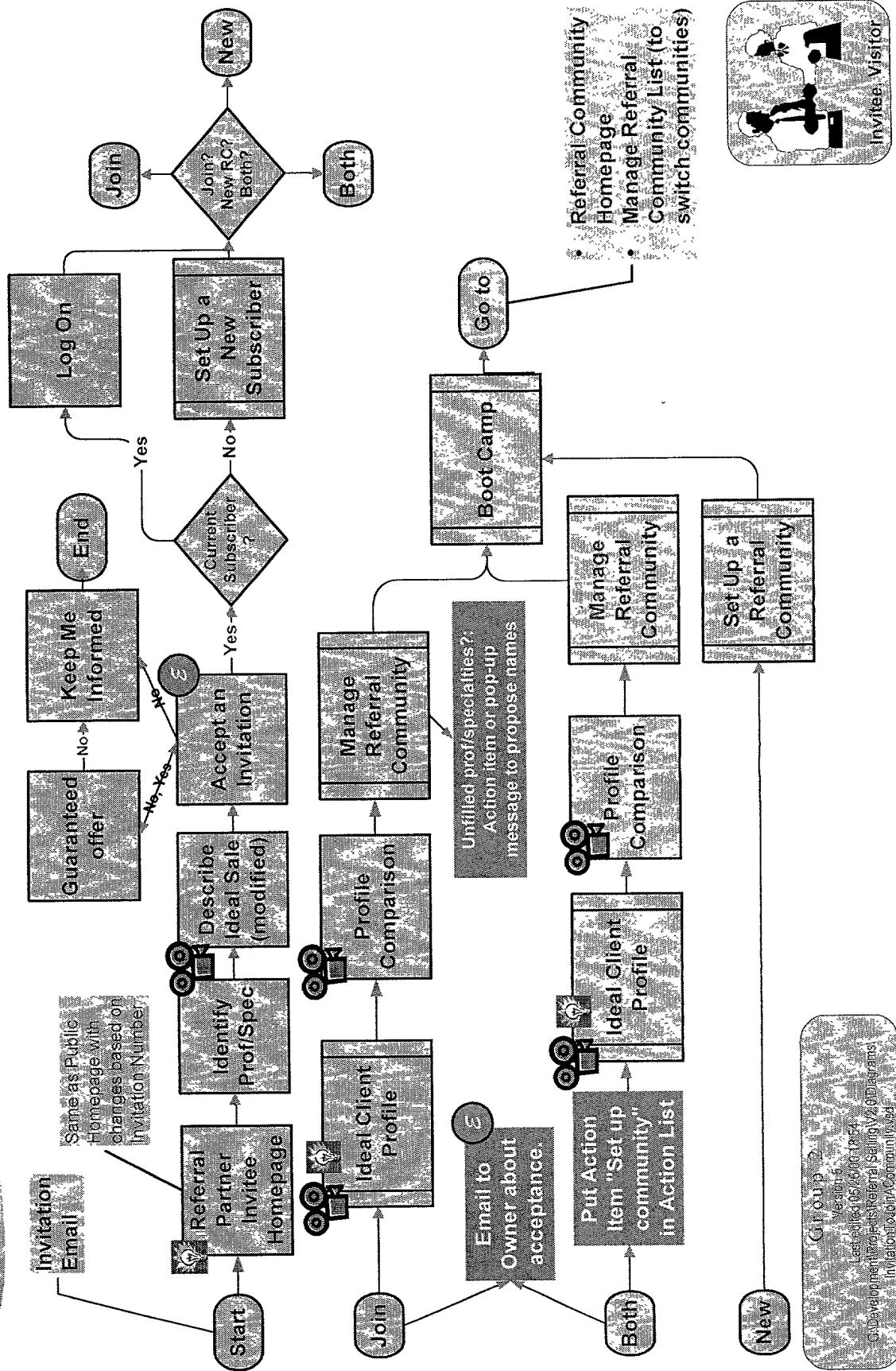


Fig 16

Manage My Referral Communities

Owner's Actions

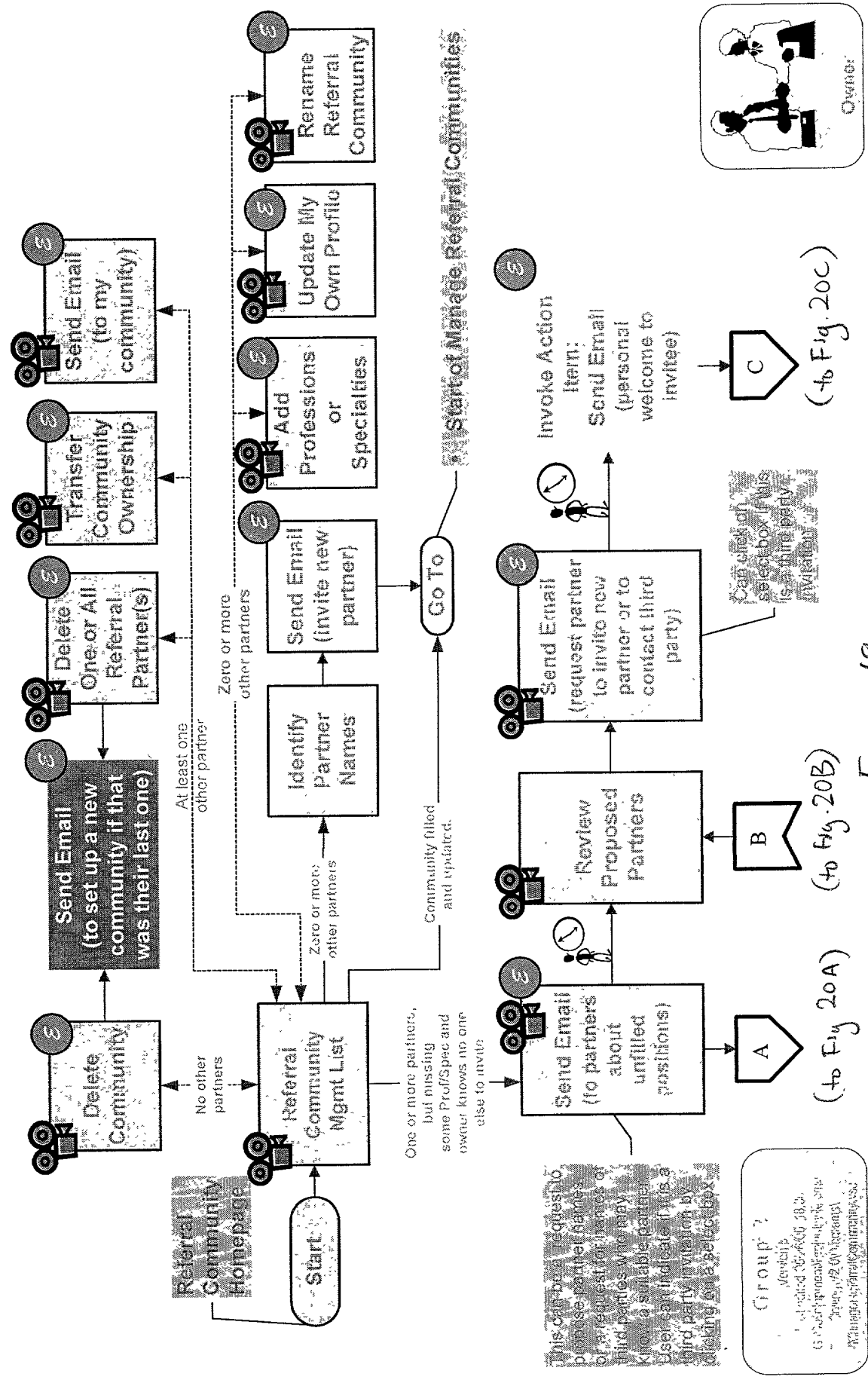


Fig. 19

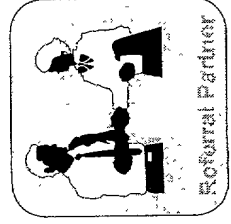
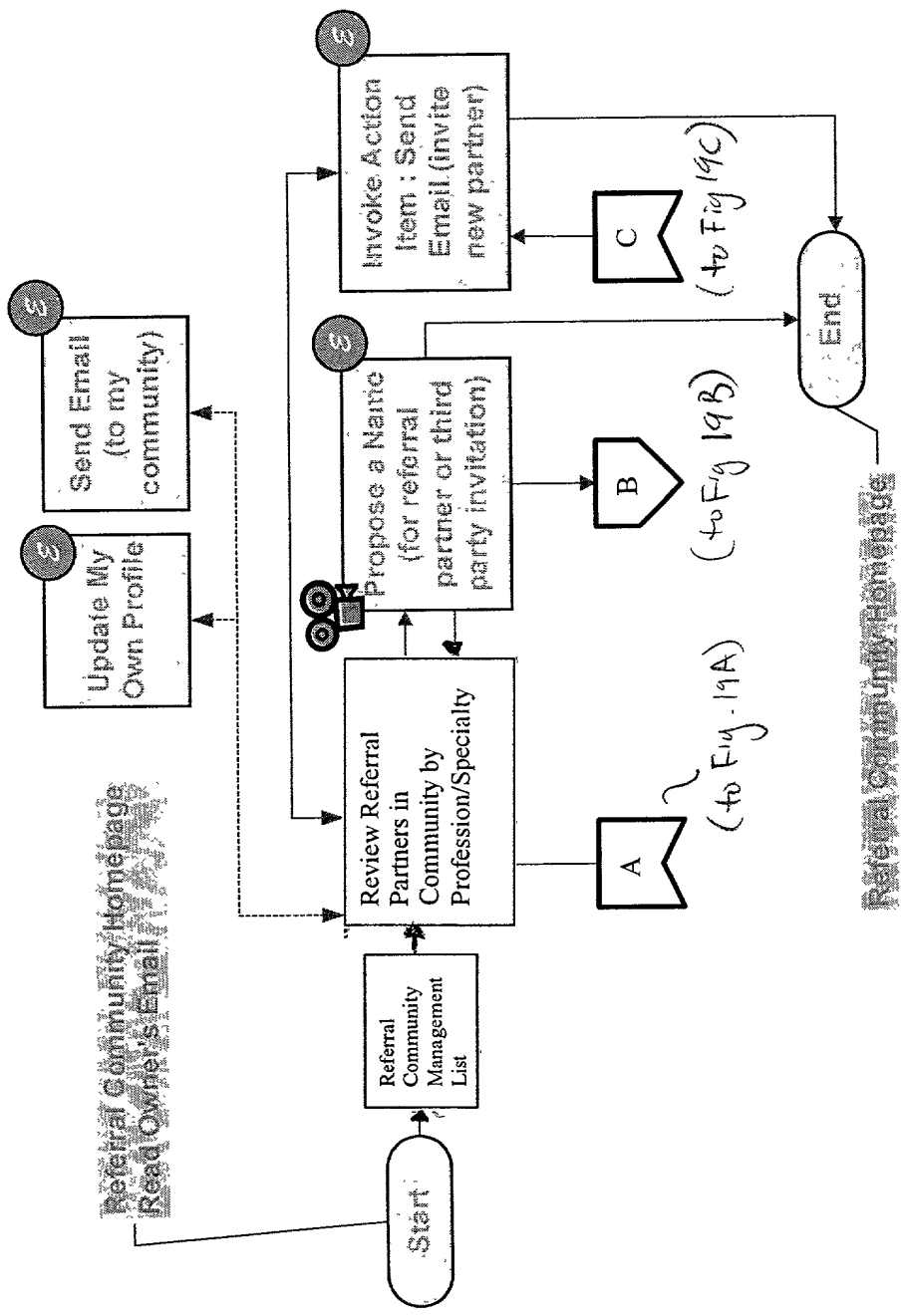
(to Fig 20A)

(to Fig 20B)

(to Fig 20C)

Manage My Referral Communities

Referral Partner's Actions



© 2000 by
Visional
I am offering this software to you
to help you in your business
to help you in your business
to help you in your business

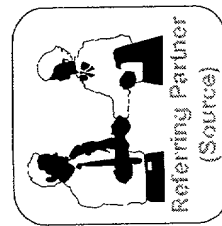
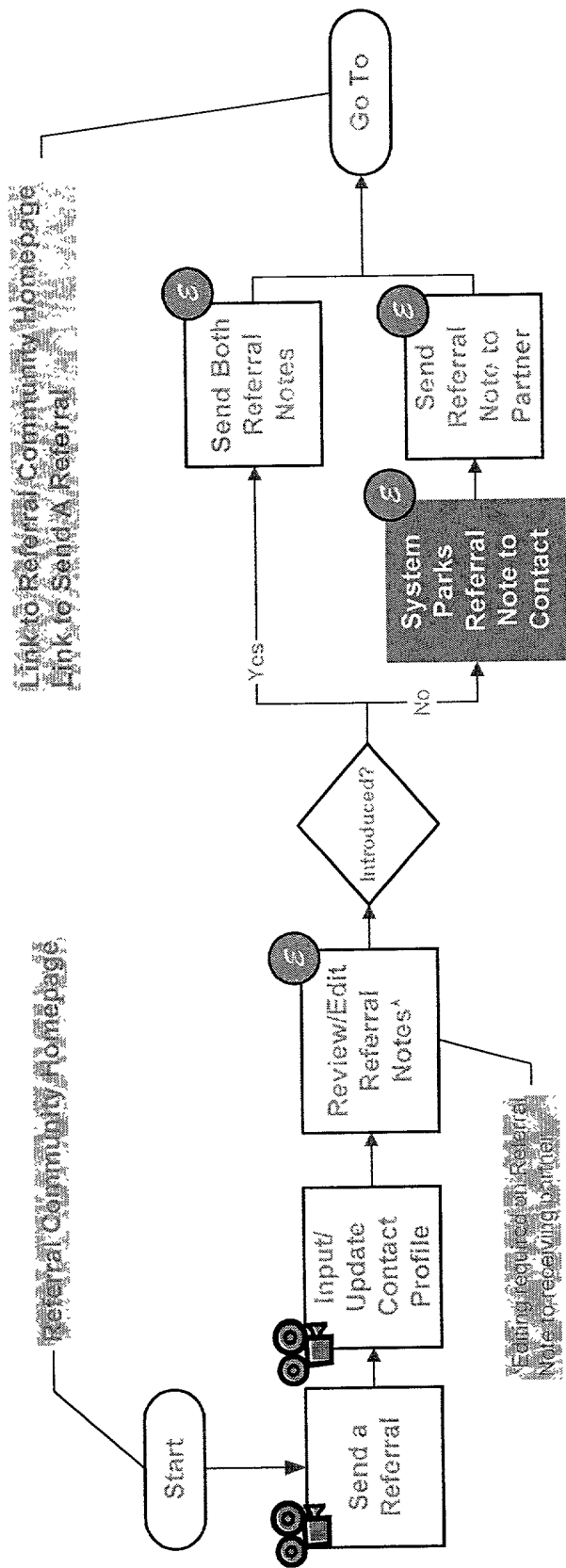
Fig. 20

Kuntal

FOR "OCEAN"

Referral Selling V2.0

Send a Referral



Group 3
version 6
Last revised 05/28/01 4J
Copyrighted to the University of
California, Berkeley
Source: Referral V2.0

Fig. 21

Receive a Referral

(Introduced)

Referral Community Homepage

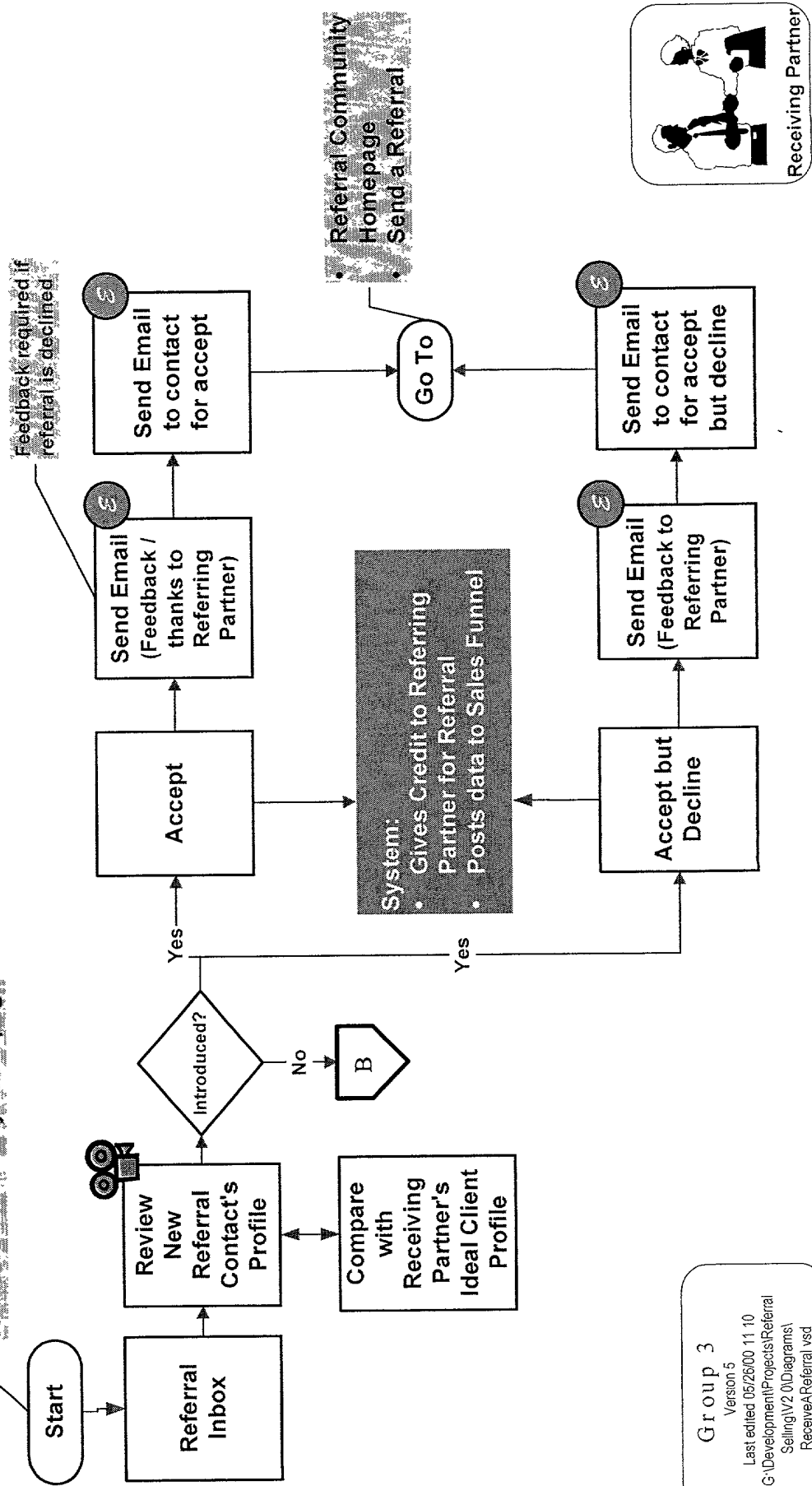
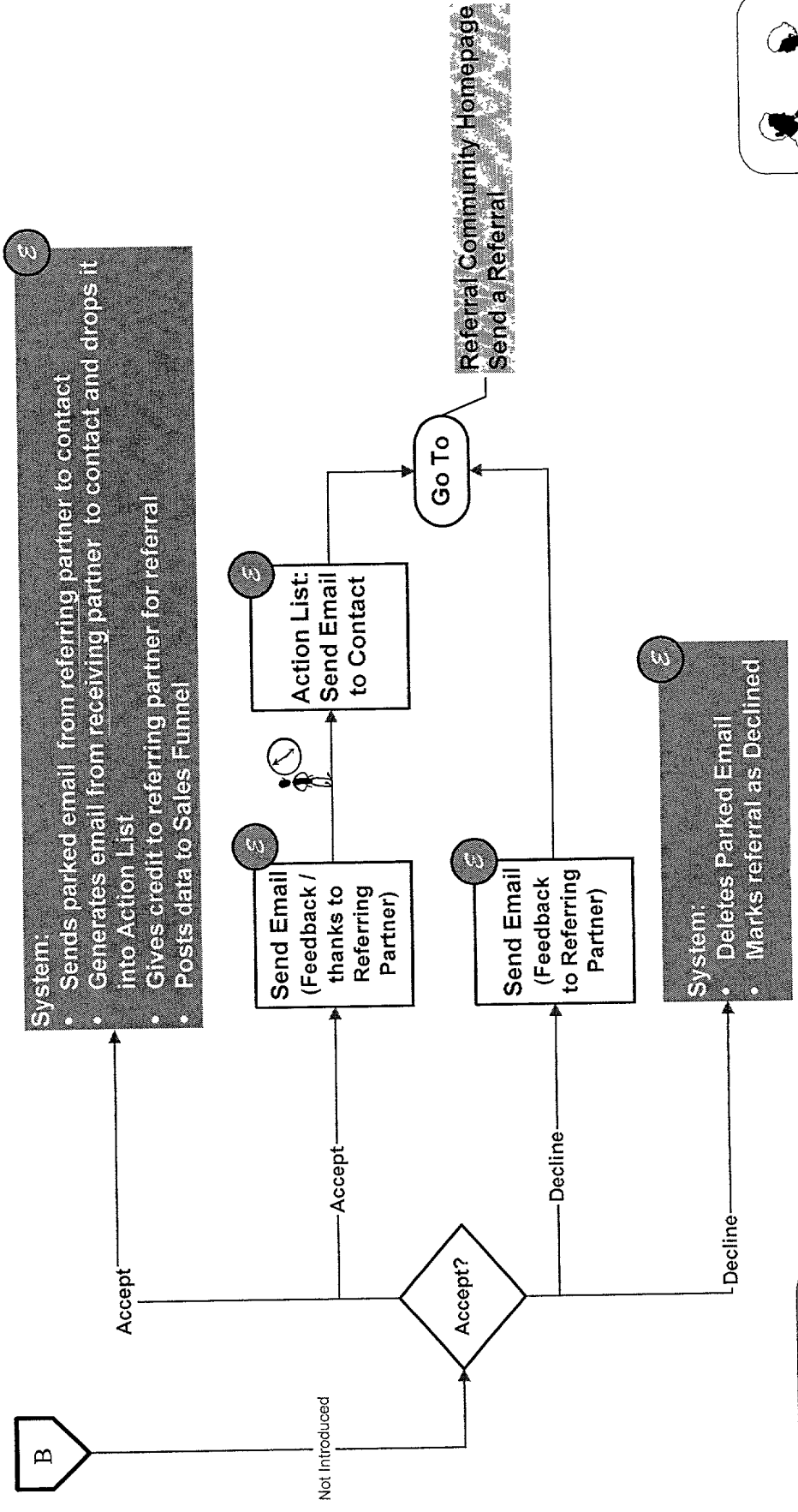


Fig - 22

Kuntal

Receive a Referral

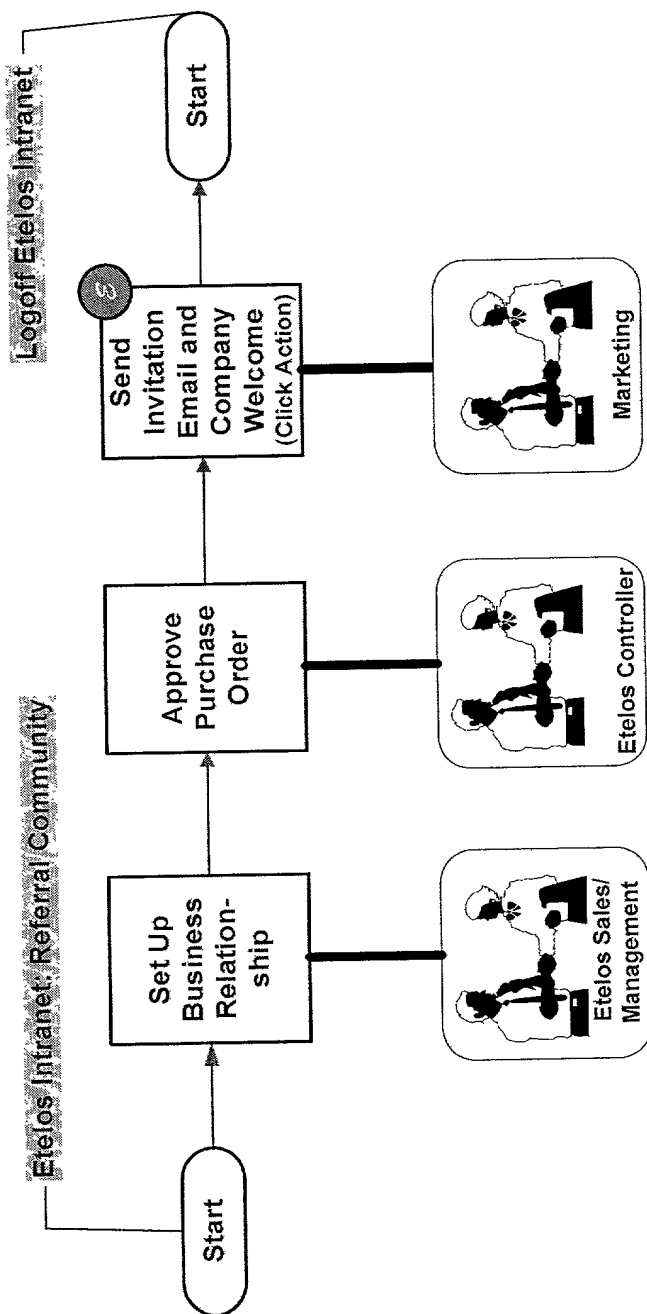
(Not Introduced)



Group 3
Version 5
Last edited 05/26/00 11 10
G:\Development\Projects\Referral
Selling\V2 0\Diagrams\
ReceiveAReferral.vsd

Fig 23

Set Up Business Relationship



Group 6
Version 4
Last edited: 05/26/00 17:44
G:\Development\Projects\Referral
Selling\V2.0\Diagrams\
SetupBusinessRelationship.vsd

Fig. 24

Planning My Goals

emma

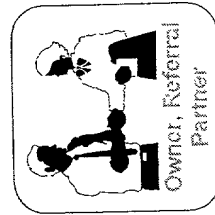
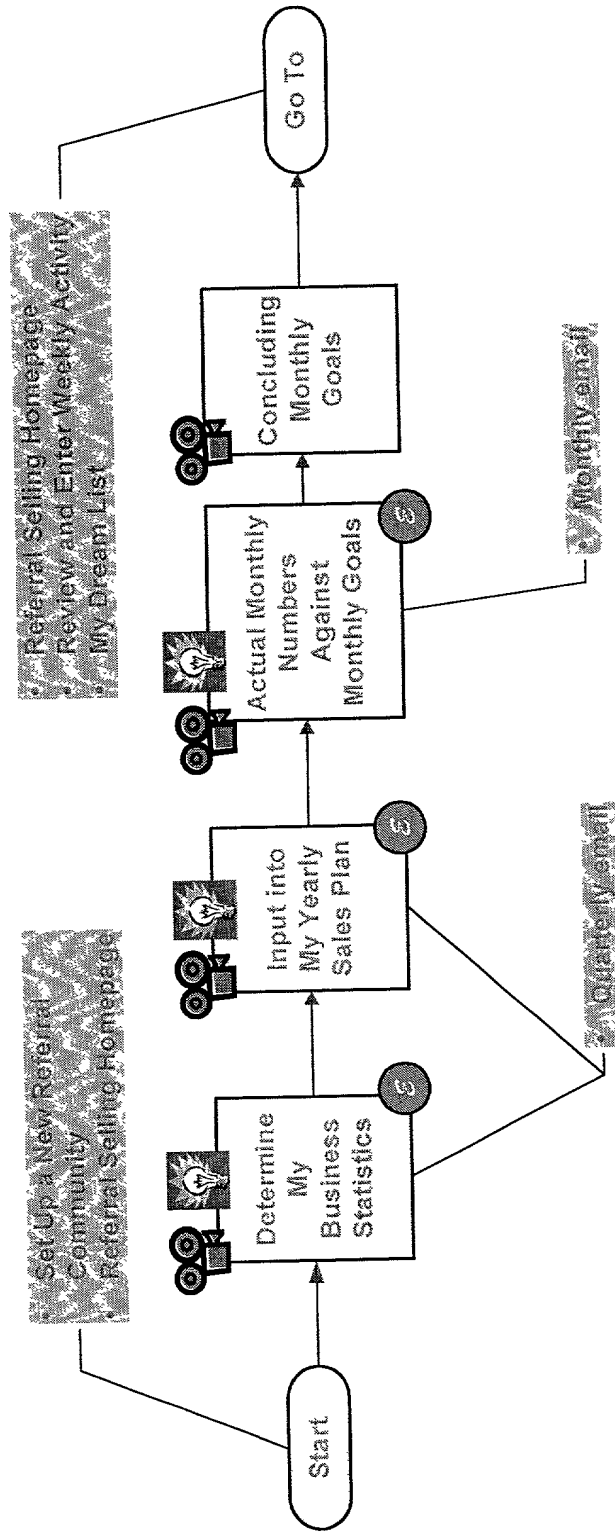
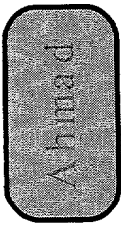


Fig. 25

Group 4
Version 4
Last edited 06/25/00 12:30
G:\Development\Programs\Referral
Selling\2.0\Referral
PlanningMyGoals.v2.0



Update My Account

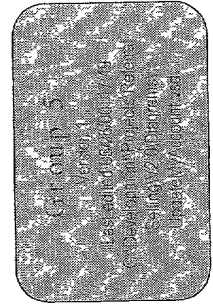
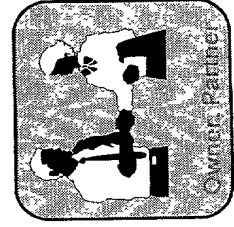
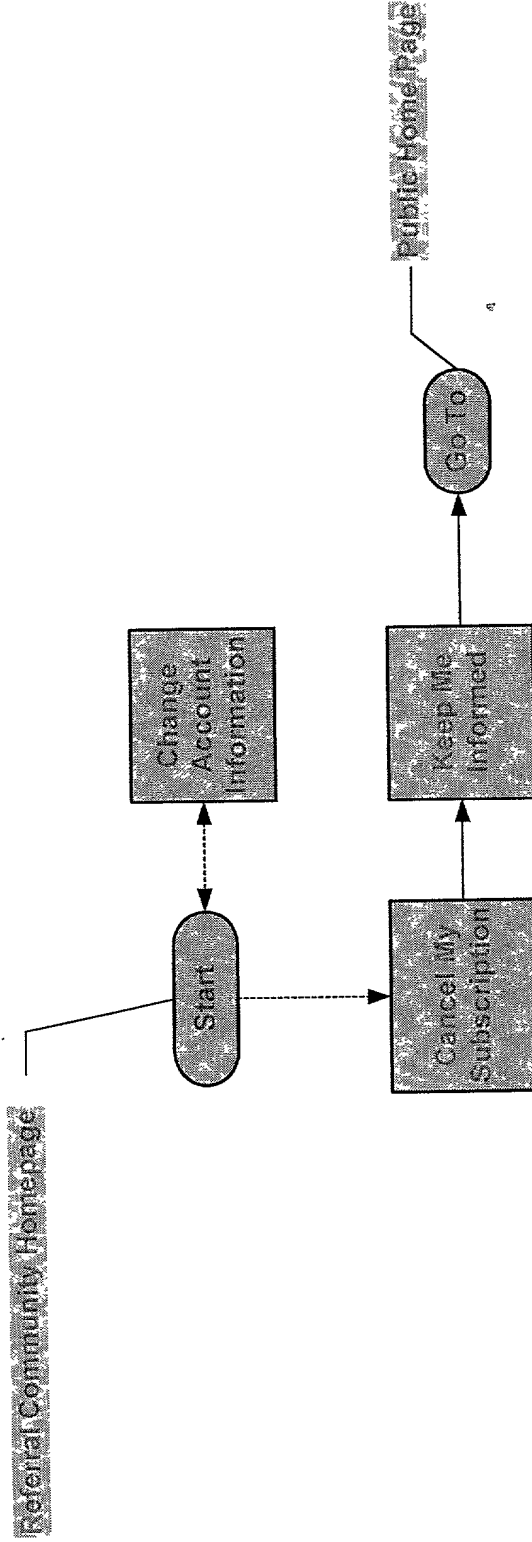


Fig. 26